

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY BELGRADE

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STADIS////////////////////////////////////
FOR AMBASSADOR AND YORK FROM EUR(ARMITAGE)

E.O. 11652: N/A

TAGS: ETRD, PFOR, YO

SUBJECT: PROPOSED SHIFT OF YUGOSLAV RESPONSIBILITIES TO
COMMERCE BUREAU OF EAST-WEST TRADE.

1. SEPARATELY YOU WILL BE RECEIVING A CABLE FROM STANLEY MARCUSS, DEPUTY ASSISTANT SECRETARY FOR DOMESTIC COMMERCE AT COMMERCE DEPARTMENT, REQUESTING YOUR VIEWS ON PROPOSAL NOW BEING CONSIDERED WITHIN COMMERCE TO SHIFT RESPONSIBILITY FOR YUGOSLAV AFFAIRS FROM BIC TO BUREAU OF EAST WEST TRADE (BEWT).
 2. BASED ON OUR EXPERIENCE OVER THE PAST FEW YEARS WITH BOTH BIC AND BEWT, WE BELIEVE THAT THERE WOULD BE VERY DEFINITE ADVANTAGES TO BE GAINED BY MOVING YUGOSLAV RESPONSIBILITIES TO BEWT. MORE OFTEN THAN NOT, IT SEEMS THAT PROMOTION OF TRADE WITH YUGOSLAVIA ENDS UP GETTING INADE-
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QUATE ATTENTION AND FUNDING WHERE IT IS NOW WITHIN COMMERCE STRUCTURE, PERHAPS DUE TO COMPETITION FROM TRADE PROMOTION ACTIVITIES IN MORE FAMILIAR, EASIER-TO-HANDLE WESTERN EUROPEAN AND MEDITERRANEAN COUNTRIES. WE RECALL THAT THE EMBASSY BELGRADE HAS ALSO RECOGNIZED THIS AS A BASIC PROBLEM. WE BELIEVE THAT PROMOTION OF US TRADE WITH YUGOSLAVIA, INCLUDING FAIRS, TECHNICAL SALES SEMINARS, AND OTHER

ACTIVITIES, COULD BE DONE MORE EFFECTIVELY UNDER BEWT,

WHERE YUGOSLAVIA WOULD COMMAND MORE INDIVIDUALIZED AND FOCUSED ATTENTION OF COMMERCE STAFF AND POLICY OFFICIALS. FOR EXAMPLE, WE ANTICIPATE ENHANCED COMMERCE PARTICIPATION IN FUTURE ZAGREB FAIRS WOULD BE MUCH EASIER TO SECURE.

3. JUDGING FROM EXPLORATORY CONVERSATION FORMER BEWT DAS ART DOWNEY HAD HERE WITH YUGOSLAV EMBASSY SOME YEARS BACK ABOUT SUCH A SHIFT OF RESPONSIBILITIES, WE ANTICIPATE THAT SHIFT COULD POSSIBLY CAUSE SOME UNHAPPINESS ON PART OF YUGOSLAVS. AT THAT TIME DOWNEY WAS TOLD THAT ALTHOUGH EMBASSY COULD UNDERSTAND HIS SUBSTANTIVE AND TRADE PROMOTIONAL REASONS FOR CONSIDERING THE SHIFT, THEY WOULD NEVER BE ABLE TO EXPLAIN SUCH A CHANGE IN BELGRADE. HOWEVER, WE THINK THAT SUCH REACTION COULD BE MINIMIZED BY STRESSING THAT (A) YUGOSLAVIA WILL BE HANDLED AS A SEPARATE UNIT WITHIN BEWT, UNLINKED WITH WARSAW PACT COUNTRIES; (B) PROMOTION OF TWO-WAY TRADE AND ECONOMIC COOPERATION SHOULD BE SUBSTANTIALLY ENHANCED UNDER NEW ARRANGEMENTS; (C) OFFICE OF EXPORT CONTROL IS NO LONGER IN BEWT; AND (D) ALL OTHER RELEVANT USG AGENCIES IN WASHINGTON ALREADY ARE ORGANIZED IN SUCH A WAY AS TO INCLUDE YUGOSLAVIA TOGETHER WITH OTHER COMMUNIST COUNTRIES. IN ANY CASE, WE WOULD NOT RPT NOT RECOMMEND CONSULTING BEFOREHAND LIMITED OFFICIAL USE

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WITH GOY ON WHAT IS CLEARLY AN INTERNAL USG ORGANIZATIONAL MATTER.

4. WE LOOK FORWARD TO RECEIVING YOUR VIEWS ON THIS PROPOSAL AFTER YOU HAVE HAD OPPORTUNITY TO DISCUSS IT IN PERSON WITH DAS REICH. VANCE

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